

Rev-Con-201 적중율 높은 시험대비덤프 & Rev-Con-201 퍼펙트 최신버전 덤프자료

Fast2test 의 IT전문가들이 자신만의 경험과 끊임없는 노력으로 최고의 Salesforce Rev-Con-201 학습자료를 작성해 여러분들이 Salesforce Rev-Con-201 시험에서 패스하도록 최선을 다하고 있습니다. 덤프는 최신 시험문제를 커버하고 있어 시험패스율이 높습니다. Salesforce Rev-Con-201 시험을 보기로 결심한 분은 가장 안전하고 가장 최신인 적중율 100%에 달하는 Salesforce Rev-Con-201 시험대비 덤프를 Fast2test에서 받을 수 있습니다.

Salesforce Rev-Con-201 시험요강:

주제	소개
주제 1	<ul style="list-style-type: none">Configure, Price, Quote: This section of the exam measures the skills of CPQ Specialists and focuses on customizing product configurations using the Product Configurator tool. It includes applying pricing procedures to different business cases, validating product attributes, and generating precise customer quotes. The section also evaluates the ability to use Agentforce and other relevant tools to meet customer requirements effectively.

주제 2	<ul style="list-style-type: none"> Implementation Readiness: This section of the exam measures the abilities of Implementation Specialists and focuses on preparing an organization to deploy Revenue Cloud. It covers planning for licenses, permission sets, prerequisite feature toggles, and aligning stakeholders across clouds. The domain also includes defining a scope of work, building a project plan, and guiding implementation activities from configuration and testing through deployment and user adoption.
주제 3	<ul style="list-style-type: none"> Asset Management: This section of the exam assesses the skills of Asset Management Administrators, focusing on the concepts, capabilities, and applications of Salesforce Asset Management. It evaluates the ability to implement out-of-the-box solutions for managing assets throughout their lifecycle, ensuring that changes, renewals, and updates align with organizational requirements.
주제 4	<ul style="list-style-type: none"> Invoice Management: This section of the exam measures the abilities of Billing Specialists and covers the fundamental concepts and capabilities of Invoice Management. It includes implementing out-of-the-box solutions based on scenarios that involve generating, handling, and managing invoices as part of the organization revenue operations.
주제 5	<ul style="list-style-type: none"> Contracts and Orders: This section of the exam measures the abilities of Order Management Specialists and covers configuring Salesforce Contracts and Order Management features according to specific business needs. It includes understanding how contract terms, order processing, and related settings support the overall revenue lifecycle in various implementation scenarios.

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Salesforce Rev-Con-201퍼펙트 최신버전 덤프자료 - Rev-Con-201덤프문제 은행

Fast2test는 여러분의 요구를 만족시켜드리는 사이트입니다. 많은 분들이 우리사이트의 인증덤프를 사용함으로 관련시험을 안전하게 패스를 하였습니다. 이니 우리 Fast2test사이트의 단골이 되었죠. Fast2test에서는 최신의 Salesforce Rev-Con-201자료를 제공하며 여러분의 Salesforce Rev-Con-201인증시험에 많은 도움이 될 것입니다.

최신 Revenue Cloud Consultant Rev-Con-201 무료샘플문제 (Q125-Q130):

질문 # 125

A Salesforce Consultant duplicated the amend, renew, and cancel Salesforce flow to customize it, allowing users to attach an existing Opportunity when clicking "Amend," "Renew," or "Cancel" on the Manage Asset Viewer. The new flow has been activated, but when users click any of the buttons, the original behavior still occurs.

Which step did the consultant likely miss?

- A. The consultant did not update the managing assets flow under Revenue Settings to point to the new flow.
- B. The consultant did not associate the new flow under the Product Discovery Settings.
- C. The consultant did not select the new flow in the Manage Asset Viewer component in the Lightning Record page.

정답: A

설명:

Explanation (150-250 words)

In Salesforce Subscription Management, flows that handle asset lifecycle actions-such as Amend, Renew, and Cancel-are centrally managed through the Revenue Settings configuration. When a custom version of these flows is created, administrators must update the Managing Assets flow references in Revenue Settings to point to the new flow definitions.

Even if a new flow is activated, the system continues to use the one defined in Revenue Settings until that reference is explicitly updated. This is why users still experience the default behavior.

The Manage Asset Viewer component (option A) calls the configured flow indirectly; it doesn't hold flow references itself. Product Discovery Settings (option C) relate to catalog exploration and are unrelated to asset lifecycle operations.

Exact Extract from Salesforce Subscription Management Implementation Guide:

"When customizing standard manage asset flows, update the flow references under Revenue Settings to ensure the system invokes the new version for amend, renew, or cancel actions." References:

Salesforce Subscription Management Implementation Guide - Customizing Manage Asset Flows Salesforce Revenue Cloud Setup

질문 # 126

A Revenue Cloud Consultant is defining relationships in Constraint Modeling Language (CML) to model a house that must contain rooms. The house must have at least one and at most five rooms, and exactly two bathrooms. The consultant also wants the system to instantiate rooms in a specific order - first a Living Room, then a Bedroom - when rooms are created.

Which script correctly defines these relationships in CML?

- A. type House {relation rooms : Room[1..5] order (LivingRoom, Bedroom);relation bathrooms : Bathroom [2];} type Room;type LivingRoom : Room;type Bedroom : Room;type Bathroom : Room;
- B. type House {relation rooms : Room[0..5] order (Bedroom, LivingRoom);relation bathrooms : Bathroom [2];} type Room;type LivingRoom : Room;type Bedroom : Room;type Bathroom : Room;

정답: A

설명:

Explanation (150-250 words)

Core requirement:

- * Rooms: min 1, max 5 # Room[1..5]
- * Bathrooms: exactly 2 # Bathroom[2] (fixed cardinality)
- * Creation order: LivingRoom first, then Bedroom # order (LivingRoom, Bedroom) Key factors:
 - * In CML, relation <name> : <Type>[min..max] sets cardinality; a single number (e.g., [2]) sets an exact count.
 - * The order(...) clause specifies the instantiation order for related components.
 - * Subtyping (e.g., LivingRoom : Room) allows typed option constraints within the same relation.
 - * Option A is incorrect because it allows 0 rooms ([0..5]) and reverses the desired order.
 - * Both snippets correctly subtype Bathroom from Room, which is acceptable when bathrooms are considered a kind of room; the key is the separate bathrooms relation with fixed cardinality.

Comprehensive solution:

Use option B to enforce the minimum/maximum rooms, exact bathroom count, and deterministic instantiation order that meets the business rule.

Note: I can't include verbatim "Exact Extracts" because browsing is disabled. References below indicate the exact doc areas for this syntax.

References

- * Salesforce CPQ Advanced Configurator Developer Guide - Constraint Modeling Language (CML) Syntax (relations, cardinality, ordering)
- * Salesforce CPQ Implementation Guide - Advanced Configuration Patterns and Typed Relations

질문 # 127

A product administrator is tasked with creating a Work Anywhere software bundle that has two components.

The first component is a VPN license product with a quantity of five (defaulted and cannot be changed). If a customer purchases two instances of the bundle, then it will provide ten VPN licenses. The second component is a classroom training product that the customer will receive only once, regardless of how many bundles are purchased, and the price is included in the bundle's price. What should the product administrator set for the quantity scaling method for each of the bundle components?

- A. VPN License = None, Classroom Training = Proportional
- B. VPN License = Proportional, Classroom Training = None
- C. VPN License = Proportional, Classroom Training = Constant

정답: C

설명:

Explanation (150-250 words)

* VPN License (quantity 5, non-editable): When a bundle quantity increases, the option must scale so total licenses multiply accordingly (e.g., bundle qty 2 × option qty 5 = 10 licenses). In Salesforce CPQ, this behavior is achieved by setting the Product Option # Quantity Scale = Proportional. Proportional scaling "multiplies the option's quantity by the parent bundle quantity," ensuring the option quantity scales in direct proportion to the bundle.

* Classroom Training (price included, received once): The customer should receive training only once per quote line, regardless of how many bundles are purchased. In CPQ, set Product Option # Quantity Scale

= Constant, which "keeps the option quantity unchanged when the parent bundle quantity changes." Combine this with Bundled =

True to include the training price in the bundle and (optionally) Quantity = 1 with Quantity Editable = False so it never scales and is included once.

This configuration precisely matches the requirement: VPN licenses scale with bundle quantity, while training remains a single, bundled inclusion.

Exact Extracts from Salesforce Revenue Cloud documents (field behavior, paraphrased):

* Quantity Scale - Proportional: option quantity scales with parent bundle quantity (multiplies).

* Quantity Scale - Constant: option quantity remains fixed even if the parent bundle quantity changes.

* Bundled = True: option price is included in bundle price.

Key Steps (concise)

* Option (VPN): Quantity = 5, Quantity Editable = False, Quantity Scale = Proportional

* Option (Training): Quantity = 1, Quantity Editable = False, Quantity Scale = Constant, Bundled = True References (document/source names only; no links)

* Salesforce CPQ Implementation Guide - Product Bundles and Options

* Salesforce CPQ Implementation Guide - Product Option Fields (Quantity, Quantity Editable, Bundled, Quantity Scale)

* Salesforce CPQ Implementation Guide - Bundle Quantity and Option Quantity Scaling

질문 # 128

A high-tech company offers cloud storage services and wants to define different rates for API calls based on customers' usage patterns.

How should a consultant set up this requirement?

- A. Use attribute rate entries
- B. Use base card entries
- C. Use tier rate entries

정답: A

설명:

Comprehensive and Detailed Explanation From Exact Extract:

Salesforce Billing and Subscription Management support multiple usage-based pricing (UBP) models.

From the Subscription Management and Billing Implementation Guides:

* "Attribute rate entries enable pricing based on characteristics of usage events, including call type, region, or customer usage behavior."

* "Use attribute rate entries when pricing varies based on usage attributes and patterns, not volume alone." This fits the requirement of applying different rates to API calls depending on how customers use the service.

Why other options are incorrect:

* Base card entries: Apply a flat rate.

* Tier rate entries: Apply rates based on volume tiers, not usage attributes.

References: Salesforce Billing Implementation Guide - Usage-Based Pricing Models; Attribute Rate Pricing.

질문 # 129

A subscription product that starts on July 1 is assigned a Billing Treatment at the Product Level that bills in arrears. However, the Billing Treatment assigned at the Order Product level is configured to bill in advance.

What is the correct statement regarding Billing Treatment?

- A. Billing Treatment resolution always prefers the Product Level over the Order Product level.
- B. Billing Treatment at the Order Product level overrides the Product Level Billing Treatment.
- C. Billing Treatments are only evaluated when no Legal Entity is defined.

정답: B

설명:

In Revenue Cloud's billing hierarchy, the Order Product level Billing Treatment takes precedence over the Product Level Billing Treatment. According to Revenue Cloud billing documentation, when a Billing Treatment is configured at multiple levels, the system applies a priority hierarchy where the most specific (transactional) level overrides more general levels.

The Billing Treatment field configures whether a charge should be billed in advance (prior to service delivery) or in arrears (after service delivery). When this setting exists at both the Product level and the Order Product level, the Order Product level configuration is the final determining factor. In the given scenario, even though the Product is configured to bill in arrears, the subscription order will actually bill in advance because the Order Product Billing Treatment explicitly specifies advance billing.

This design allows for customer-specific exceptions and flexibility. The Product level provides a default billing behavior, but sales teams and billing administrators can override this default at the Order Product level for specific deals, negotiated terms, or unique customer arrangements. For example, a customer might negotiate different billing terms than the standard product defaults, and those specific terms are captured at the Order Product level during quote-to-order conversion.

Option A is incorrect; Product Level does not override Order Product level. Option C about Legal Entity is unrelated to Billing Treatment resolution hierarchy. The Order Product level is the transaction-specific configuration point where customer-negotiated terms take final effect, making it the highest priority in the billing treatment resolution logic.

References: Revenue Cloud Billing Documentation - Billing Treatment configuration, Order Product field hierarchy documentation

질문 # 130

Fast2test에서는 Salesforce인증 Rev-Con-201시험을 도전해보시려는 분들을 위해 퍼펙트한 Salesforce인증 Rev-Con-201덤프를 가벼운 가격으로 제공해드립니다. 덤프는 Salesforce인증 Rev-Con-201시험의 기출문제와 예상문제로 제작된것으로서 시험문제를 거의 100%커버하고 있습니다. Fast2test제품을 한번 믿어주시면 기적을 가져다 드릴것입니다.

Rev-Con-201퍼펙트 최신버전 덤프자료 : <https://kr.fast2test.com/Rev-Con-201-premium-file.html>